



City Savings & Trust Company 1976 Annual Report



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CITY SAVINGS & TRUST COMPANY ANNUAL REPORT 1976

Financial Highlights

	1976	1975	Percentage Increase
Operating net income	\$ 2,922,670	\$ 1,797,188	63%
Net income	\$ 2,688,483	\$ 1,624,804	65%
Earnings per share	\$2.10	\$1.43	47%
Dividends per share — Common	41¢	36¢	14%
Total revenue	\$ 38,609,321	\$ 29,455,514	31%
Interest costs	\$ 26,668,453	\$ 20,343,846	31%
Salaries and employee benefits	\$ 2,389,541	\$ 2,068,312	16%
Mortgages	\$280,096,407	\$212,730,622	32%
Customer deposits	\$338,916,031	\$255,380,641	33%
Shareholders' Equity	\$ 16,469,027	\$ 11,765,022	40%

Report to the Shareholders:

On behalf of the Board of Directors, we are very pleased to report that your Company achieved record results in all areas of operations. Net income of \$2.7 million represents an increase of \$1.1 million over the 1975 year while earnings per share increased by 47% to \$2.10.

This growth in earnings can be attributed primarily to an expansion of our asset base and to additional revenues generated from new services. In addition, a continuing effort is being made to improve efficiencies and to restrict the growth in operating costs within budgeted levels. Total assets under administration grew from \$289 to \$422 million at year-end with our total customer base increasing substantially over the previous year.

During the year our mortgage portfolio increased by \$67 million or 32 percent to \$280 million. Consistent with the pattern of recent years our lending policies were concentrated in the residential field with a large percentage of our new loans falling into this category. Particular emphasis was placed on insured loans.

One of City Trust's major strengths over the years has been in the field of short-term interim construction lending to the development community. The Company has enjoyed a long history of satisfactory experience in this field and it continues to be a significant contributor to the overall corporate results.

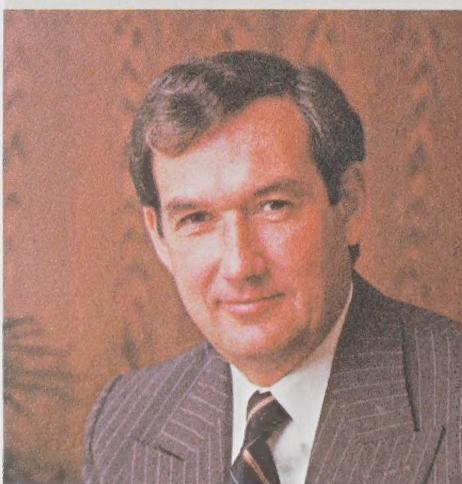
A major effort was made during the year to expand our Mortgage

Banking activities and the results were most gratifying with total volume exceeding \$45 million. The Mortgage Banking Division is responsible for the sale of conventional, privately-insured, and NHA mortgages as well as arranging for syndication of large loans with other lenders and investors. We feel the Company is becoming a significant factor in this area of mortgage lending and we anticipate further growth in the period ahead.

We opened new mortgage acquisition branches in Surrey and Kitchener during the year, and two additional branches were opened



Samuel Belzberg



Arnold H. Jeffrey

early in 1977 in Regina and Ottawa.

The increase in the Company's deposits which reached \$339 million compared with \$255 million at the previous year-end paralleled the growth in our lending activities. While no new savings branches were opened during the year we were successful in increasing the penetration of markets served by existing offices. Our on-going policy of closely matching deposit liabilities and mortgage investments helps to ensure the maintenance of interest rate spreads in times of changing monetary conditions.

Considerable improvement was shown in the securities portfolio in 1976. This was the result not only of more favorable conditions in the bond and equity markets but also of action taken within established Company investment policies aimed at maintaining a high degree of liquidity while working towards maximization of overall quality and yields.

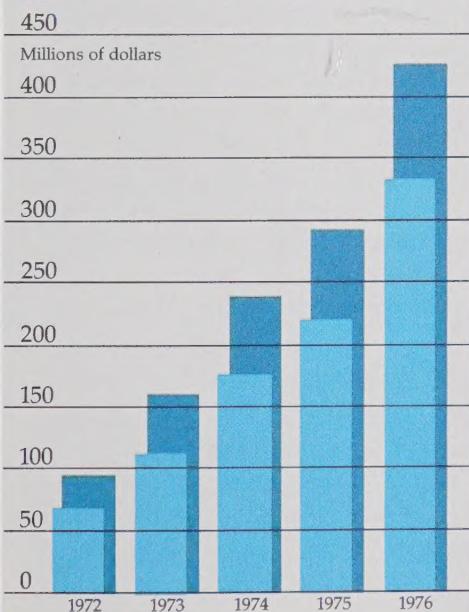
The Real Estate Division, in relatively difficult markets, continued to show improvement over prior periods. The method of accounting for real estate brokerage commissions was changed from an accrual to a cash basis at the beginning of the year. A comparison of 1976 to 1975 on the new cash basis indicates an improvement in gross commissions of 18 percent. Two new offices were opened in 1976, one being an industrial, commercial, investment branch in Calgary and the other a residential sales office in Surrey. In early 1977 the branch office in

Winnipeg was moved to a new location to better serve the north east part of that city. In Calgary, we expect shortly to move the residential sales office to larger quarters.

Our wholly owned real estate subsidiary, Citrust Developments Limited, became more active during the year and an investment of \$3 million was made in preferred shares of this company. Through Citrust's operations, participation in a number of real estate developments is being undertaken which, coincidentally, in the ordinary course, assists in generating products for sale by the Real Estate Division.

TOTAL ASSETS

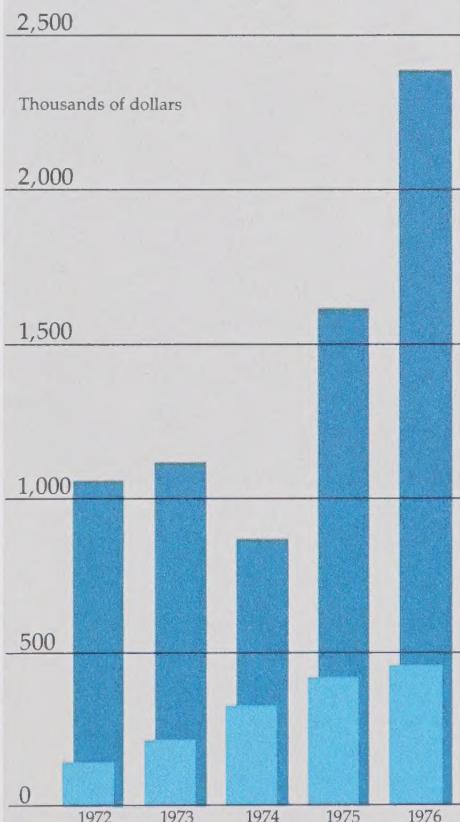
Assets under administration
Mortgages under administration



In February 1976, City Trust sold a \$3 million issue of preferred shares thus increasing the capital base and providing for the continued orderly expansion of the

Company's operations. This additional capital plus earnings retained should provide adequately for the Company's capital requirements in the foreseeable future. In August, the Directors increased the semi annual dividend payable to common shareholders from 18¢ to 23¢ per share.

■ NET INCOME
■ TOTAL COMMON DIVIDENDS



With regard to the outlook for 1977, while in many ways it is difficult to be optimistic about the general economic climate in Canada, a number of the markets in which we operate are expected to perform

above the average. We feel reasonably confident that we can look to a continuance of the favorable earnings trends of recent years and all areas of the Company are expected to contribute to increased results in 1977. We are looking for continued growth in the level of new mortgages arranged as well as in the personal and commercial term lending categories. We anticipate expanding our savings branch operations to accommodate the need for additional deposit growth not only in 1977 but in subsequent years. Plans have been instituted for the establishment of a branch in Ottawa in the coming year and other locations are being considered.

In conclusion, it is fitting that we acknowledge the contribution of our management and staff. Without their effort we could not report another successful year. To them and to our many shareholders, we extend our sincere thanks.

The Annual Meeting of the Company will be held on April 18, 1977 at the Four Seasons Hotel in Calgary at 10:30 a.m. and all shareholders are encouraged to attend.

On behalf of the Board

Samuel Belzberg
SAMUEL BELZBERG,
Chairman of the Board

Arnold H. Jeffrey

ARNOLD H. JEFFREY,
President
Vancouver, Canada
February 15, 1977

Commentary

Mortgage Operations

The Company's mortgage portfolio accounts for 77% of total assets and is comprised of a broad mix of loans on single and multiple residential properties as well as commercial and industrial buildings. In recent years particular emphasis has been placed on the residential sector which now comprises 78% of total mortgage investments as compared to 59% in 1972. At year-end the Company held 5,465 residential mortgages which averaged just over \$38 thousand per loan. The Company is an approved lender both under the National Housing Act and for the private mortgage insurance corporations. These types of loans can generally be approved by the local City Trust mortgage manager.

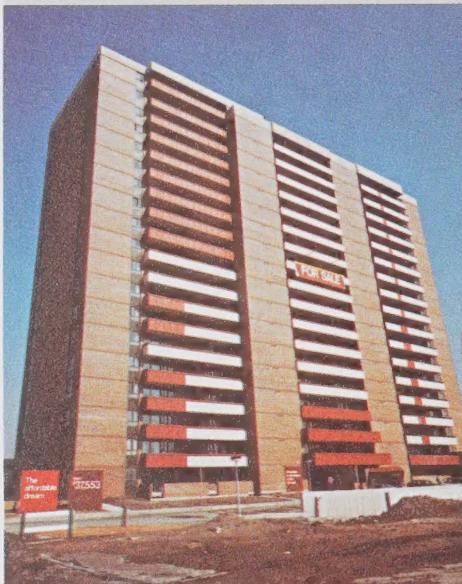
COMPANY MORTGAGES



The Company has long been involved in interim construction financing for the development community, handling projects of all sizes and continued emphasis is being placed in this field. Expertise is offered in all areas of real estate

development which enables us to analyze any investment proposal and to provide a sound decision within a minimum period of time.

City Trust is actively seeking out opportunities to provide long term financing for large industrial and commercial projects on terms competitive with other major lenders.



Both construction and long-term financing were provided by City Trust for this Hi-Rise Condominium in Scarborough, Ontario.

In the area of mortgage banking, one of our newest activities, the Company provides a comprehensive service of packaging and selling blocks of insured mortgages as safe and administration-free investments to private and institutional investors. At December 31, 1976 we were administering in excess of \$55 million of mortgages on behalf of major Canadian and foreign investors.

Deposit Services and Tax Savings Plans

City Trust offers throughout its branch system a wide range of competitive deposit services and tax savings plans.

Each depositor is insured up to a maximum of \$20,000 on the total of deposits by the Canada Deposit Insurance Corporation.

Types of Deposits

Guaranteed Investment Certificates

Long Term Guaranteed Investment Certificates represent the major portion of total deposits. These certificates which are for a fixed period of time provide a competitive rate of interest which is guaranteed throughout the term of the investment. Certificates are issued for one to five year terms with a minimum deposit requirement of \$500. Flexibility is offered as to interest payments which may be paid monthly, quarterly, semi annually, annually or left to compound to maturity. While the certificate may not be cashed before maturity, it may be used as collateral for a loan from City Trust should funds be required.

In addition, Short Term Certificates incorporating the same features as above are offered for terms from 30 to 364 days with a minimum deposit requirement of \$5,000.

Savings and Chequing Accounts

Savings accounts offer flexibility to customers who do not wish to invest funds for a fixed period of time. Interest is calculated on the minimum monthly balance and credited to the account semi-annually.

Chequing accounts allow the depositor unlimited chequing privileges for a small service charge.

Tax Savings Plans

Our savings branch managers are trained to assist customers in selecting appropriate tax products for their particular needs.

Registered Retirement Savings Plans

This form of tax saving investment program has proven to be increasingly popular to Canadians in recent years. Under the current tax legislation, taxable income may be reduced to the maximum of \$5,500 or 20% of earned income.

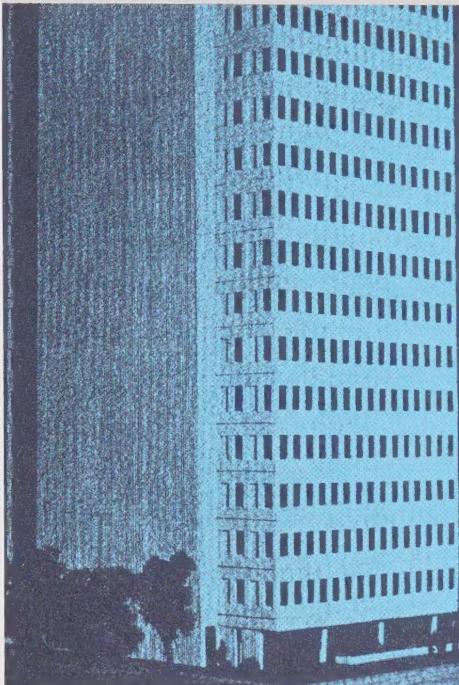
Under our current plan contributions may be invested for varying terms from one to five years. The rate of interest is guaranteed not to change throughout the term of the investment. Competitive rates of interest are offered for each investment term, and there are no fees or charges of any kind to reduce the fund's earnings.

Registered Home Ownership Savings Plan

This plan is designed to assist individuals in saving for a home while at the same time providing an immediate tax benefit.

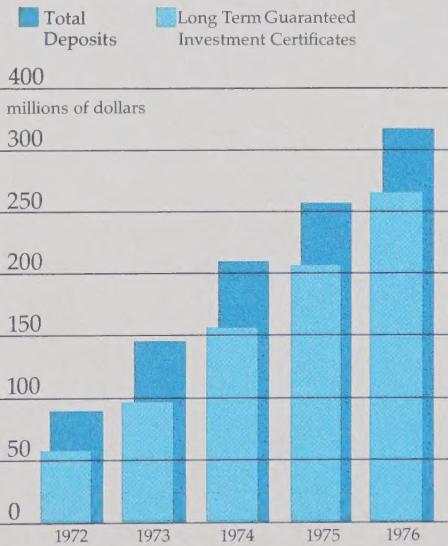
Contributions of up to \$1,000 a year

to a lifetime maximum of \$10,000 may be made to the plan, and the amount is fully deductible from current taxable income. The income on the plan is earned tax free, and the accumulated contributions,



A new branch of City Trust offering Savings and Mortgage services will soon be opened at 85 Albert Street, Ottawa.

GUARANTEED ACCOUNT



including income, are non-taxable providing the funds are used for purchasing or furnishing a home. There are no fees or charges of any kind associated with this plan.

Deferred Profit Sharing Plan

A deferred profit sharing plan can be attractive for both executive groups and small businessmen as any number of employees may be covered with as little as a \$100 minimum contribution per plan member. An employer may take an immediate tax deduction by contributing up to a maximum \$3,500 per annum for each employee to a Deferred Profit Sharing Plan. The employee will not be taxed on this amount until such time as the withdrawal of benefits from the Plan. This employer contribution does not preclude the employee from investing to the maximum permissible in a Registered Retirement Savings Plan.

Income Averaging Certificates

These are of particular interest to those individuals receiving an unusual or non-recurring increase in taxable income. Types of qualifying income include taxable capital gains, recaptured depreciation, income from sale of a business and certain other lump sum income payments. Under the terms of the certificate, the full amount of the investment and interest earned are repaid to the investor in a series of equal payments to a maximum fifteen year term. These payments are taxable in the year of receipt. There are no sales commissions associated with this plan.

Personal and Business Loans

City Trust can provide loans for many requirements. Loan applications may be made at any City Trust Savings branch.

Real Estate Operations

This division offers clientele a full range of real estate services encompassing residential, commercial and industrial sales. Under the Company's Guaranteed Sales Plan the sales of clients' homes are guaranteed should they be purchasing a replacement home through City Trust. These services are provided through eleven branch locations which are situated in major centres in Western Canada.

Another important aspect of our service is the capacity to offer financing for most types of real estate transactions through our mortgage division.

Citrust Developments Limited

Citrust Developments is a wholly owned subsidiary of City Trust. The Company is actively engaged in real estate development, including joint ventures, and the purchase of income producing properties for its own portfolio.



One of many homes sold by the Real Estate Division.



Reviewing output data from modern computer facilities are front, Walter Kowaluk, Assistant Vice-President Finance and Controller, John Gunn, Manager Systems/Data Processing, and Marney Stratton, Computer Operator.

CITY SAVINGS & TRUST COMPANY AND SUBSIDIARIES
CONSOLIDATED STATEMENT OF INCOME

For the year ended December 31, 1976 (With prior year figures for comparison)

	<u>1976</u>	<u>1975</u>
REVENUE:		
Income from investments	\$32,407,905	\$25,314,767
Fees and other income	4,542,937	2,423,813
Real estate sales commissions	<u>1,658,479</u>	<u>1,716,934</u>
Total revenue	<u>38,609,321</u>	<u>29,455,514</u>
EXPENSES:		
Interest on customer deposits	26,090,426	20,013,498
Other interest	578,027	330,348
Salaries and employee benefits	2,389,541	2,068,312
Real estate commissions	1,122,774	958,327
Operating and administration	<u>3,726,392</u>	<u>2,862,638</u>
Total expenses	<u>33,907,160</u>	<u>26,233,123</u>
INCOME FROM OPERATIONS BEFORE INCOME TAXES	<u>4,702,161</u>	<u>3,222,391</u>
PROVISION FOR INCOME TAXES:		
Current	1,249,979	971,946
Deferred	<u>529,512</u>	<u>453,257</u>
Total provision for income taxes	<u>1,779,491</u>	<u>1,425,203</u>
INCOME FROM OPERATIONS	<u>2,922,670</u>	<u>1,797,188</u>
LOSS ON COMPANY FUND SECURITIES — net of income taxes of \$75,995 (1975 — \$57,613)	<u>234,187</u>	<u>172,384</u>
NET INCOME FOR THE YEAR	<u>\$ 2,688,483</u>	<u>\$ 1,624,804</u>
EARNINGS ATTRIBUTABLE TO PREFERRED SHARES	<u>\$ 307,320</u>	<u>\$ —</u>
EARNINGS FOR COMMON SHAREHOLDERS	<u>\$ 2,381,163</u>	<u>\$ 1,624,804</u>
EARNINGS PER COMMON SHARE (based on the weighted average number of shares outstanding during the year):		
Income from operations	<u>\$2.31</u>	<u>\$1.58</u>
Net income	<u>\$2.10</u>	<u>\$1.43</u>

The accompanying notes are an integral part of the consolidated financial statements.

CITY SAVINGS & TRUST COMPANY AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEET

As at December 31, 1976 (With prior year figures for comparison)

ASSETS	<u>1976</u>	<u>1975</u>
CASH AND BANK DEPOSIT RECEIPTS	\$ 12,402,605	\$ 5,434,488
SHORT-TERM NOTES AND COLLATERAL LOANS	6,981,554	3,559,516
SECURITIES (Note 2)	53,408,743	47,569,736
MORTGAGES	280,096,407	212,730,622
SECURED AND PERSONAL LOANS	5,356,769	789,422
REAL ESTATE (Note 3)	2,536,613	3,830,327
ACCOUNTS RECEIVABLE	876,293	485,879
OFFICE PREMISES AND EQUIPMENT (Note 4)	1,015,233	831,739
OTHER ASSETS	<u>1,079,496</u>	<u>871,459</u>
TOTAL	<u>\$363,753,713</u>	<u>\$276,103,188</u>

APPROVED BY:

Director

Samuel Belzberg

Samuel Belzberg, Chairman of the Board

Director

Arnold H. Jeffrey

Arnold H. Jeffrey, President

LIABILITIES AND SHAREHOLDERS' EQUITY

	<u>1976</u>	<u>1975</u>
CUSTOMER DEPOSITS:		
Demand and short-term deposits	\$ 76,064,023	\$ 47,208,719
Guaranteed investment certificates	<u>262,852,008</u>	<u>208,171,922</u>
	<u>338,916,031</u>	<u>255,380,641</u>
ACCOUNTS PAYABLE	1,077,886	1,389,891
INCOME TAXES PAYABLE	251,016	672,763
SUBORDINATED NOTES (Note 5)	4,750,000	5,000,000
DEFERRED MORTGAGE FEES	309,625	383,005
DEFERRED INCOME TAXES	<u>1,980,128</u>	<u>1,511,866</u>
	<u>347,284,686</u>	<u>264,338,166</u>
SHAREHOLDERS' EQUITY:		
CAPITAL STOCK (Note 6):		
Preferred Shares	3,000,000	—
Common Shares	<u>2,267,814</u>	<u>2,267,814</u>
CONTRIBUTED SURPLUS, GENERAL RESERVE, AND RETAINED EARNINGS	<u>11,201,213</u>	<u>9,497,208</u>
	<u>16,469,027</u>	<u>11,765,022</u>
TOTAL	<u>\$363,753,713</u>	<u>\$276,103,188</u>

The accompanying notes are an integral part of the consolidated financial statements.

CITY SAVINGS & TRUST COMPANY AND SUBSIDIARIES
CONSOLIDATED STATEMENT OF
CONTRIBUTED SURPLUS, GENERAL RESERVE, AND RETAINED EARNINGS
For the year ended December 31, 1976 (With prior year figures for comparison)

	<u>1976</u>	<u>1975</u>
CONTRIBUTED SURPLUS — no changes during the year	<u>\$ 3,470,847</u>	<u>\$ 3,470,847</u>
 GENERAL RESERVE:		
Balance at beginning of the year	<u>1,250,000</u>	<u>1,000,000</u>
Transfer from retained earnings	<u>250,000</u>	<u>250,000</u>
 Balance at end of the year	<u>1,500,000</u>	<u>1,250,000</u>
 RETAINED EARNINGS:		
Balance at beginning of the year	<u>4,776,361</u>	<u>3,809,763</u>
Net income for the year	<u>2,688,483</u>	<u>1,624,804</u>
 Transfer to general reserve	<u>7,464,844</u>	<u>5,434,567</u>
Dividends — common	<u>250,000</u>	<u>250,000</u>
— preferred	<u>464,902</u>	<u>408,206</u>
— preferred	<u>307,320</u>	<u>—</u>
Preferred share issue expense (Note 6)	<u>212,256</u>	<u>—</u>
 Balance at end of the year	<u>6,230,366</u>	<u>4,776,361</u>
 TOTAL CONTRIBUTED SURPLUS, GENERAL RESERVE, AND RETAINED EARNINGS	<u>\$11,201,213</u>	<u>\$ 9,497,208</u>

The accompanying notes are an integral part of the consolidated financial statements.

CITY SAVINGS & TRUST COMPANY AND SUBSIDIARIES
CONSOLIDATED STATEMENT OF CHANGES IN CASH

For the year ended December 31, 1976 (With prior year figures for comparison)

	<u>1976</u>	<u>1975</u>
SOURCE OF CASH:		
From operations	\$ 3,322,142	\$ 2,100,121
Increase in customer deposits	83,535,390	46,447,305
Issue of preferred shares	2,740,488	—
Reduction in real estate	1,273,297	—
Issue of subordinated notes	—	5,000,000
	<u>90,871,317</u>	<u>53,547,426</u>
USE OF CASH:		
Net investment in:		
Short-term notes and collateral loans	3,422,038	2,519,694
Securities	5,839,007	21,974,072
Mortgages	67,365,785	38,314,917
Secured and personal loans	4,567,347	(1,971,653)
Real estate	—	1,666,500
Purchase of leasehold improvements and office equipment	300,262	228,893
Dividends — common	464,902	408,206
— preferred	307,320	—
Subordinated notes redeemed	250,000	—
Other	<u>1,386,539</u>	<u>1,266,854</u>
	<u>83,903,200</u>	<u>64,407,483</u>
INCREASE (DECREASE) IN CASH FOR THE YEAR	6,968,117	(10,860,057)
CASH AT BEGINNING OF THE YEAR	<u>5,434,488</u>	<u>16,294,545</u>
CASH AT END OF THE YEAR	<u>\$12,402,605</u>	<u>\$ 5,434,488</u>

The accompanying notes are an integral part of the consolidated financial statements.

Auditors' Report

To the Shareholders of
 City Savings & Trust Company:

We have examined the consolidated balance sheet of City Savings & Trust Company and its subsidiaries as at December 31, 1976 and the consolidated statements of contributed surplus, general reserve, and retained earnings, income, and changes in cash, and have obtained all the information and explanations we have required. As part of our examination, which included a general review of the accounting procedures and such tests of accounting records and other supporting evidence as we considered necessary in the circumstances, we verified the cash and securities of the companies.

In our opinion, and according to the best of our information and the explanations given to us and as shown by the books of the companies, these consolidated financial statements present fairly the financial position of the companies as at December 31, 1976 and the results of their operations and the changes in their cash for the year then ended in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

All transactions of the company that have come within our notice have been within the powers of the company.

**Deloitte, Haskins & Sells
 Chartered Accountants.**

February 15, 1977

CITY SAVINGS & TRUST COMPANY AND SUBSIDIARIES

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended December 31, 1976

1. Summary of Significant Accounting Policies:

(a) Basis of Consolidation:

The consolidated financial statements include the accounts of the company and its wholly-owned subsidiaries, Citrust Developments Limited and C.S.T. Realty Ltd. (inactive).

These acquisitions have been accounted for by the purchase method; there is no excess of the cost of shares in subsidiaries over the equity in their net assets at date of acquisition.

(b) Securities Valuation:

Bonds are carried at amortized cost plus accrued income and stocks at cost less provision for permanent decline in value.

(c) Loans Valuation:

Mortgages and secured and personal loans are carried at cost plus accrued interest, less payments thereon.

(d) Depreciation and Amortization:

Office equipment is depreciated on the straight line basis at rates of 10% to 30%, leasehold improvements are amortized on a straight line basis over the terms of the related leases, and rental properties are depreciated on a straight line basis at the rate of 2½%.

(e) Deferred Mortgage Fees:

Mortgage processing fees are recognized as income by the sum of the digits method over the term of the related mortgage to a maximum of five years. If the term of the mortgage is one year or less, fees are recognized as income quarterly in equal amounts.

(f) Real Estate Commissions:

Effective January 1, 1976, the company changed its method of recording real estate brokerage commissions from an accrual to a cash completed basis. Had this adjustment not been made, net income for the year would have increased by approximately \$73,000.

2. Securities:

	1976	1975
Carrying values:		
Government bonds	<u>\$33,735,836</u>	\$33,359,797
Corporate bonds	<u>2,234,555</u>	6,289,105
Stocks	<u>17,438,352</u>	7,920,834
	<u>\$53,408,743</u>	<u>\$47,569,736</u>
Market values:		
Government bonds	<u>\$32,214,911</u>	\$29,807,966
Corporate bonds	<u>1,822,063</u>	5,407,325
Stocks	<u>17,344,262</u>	6,820,462
	<u>\$51,381,236</u>	<u>\$42,035,753</u>

3. Real Estate:

	1976	1975
Real estate held for resale — at the lower of cost or net realizable value		
	<u>\$ 1,560,432</u>	\$ 2,834,323
Rental properties — at cost less accumulated depreciation of \$89,752 (1975 — \$69,534)	<u>976,181</u>	996,004
	<u>\$ 2,536,613</u>	<u>\$ 3,830,327</u>

Real estate held for resale is net of certain assumed mortgages payable on the real estate acquired, amounting to \$551,867 (1975 — nil). Depreciation on rental properties charged to earnings for the year amounted to \$20,417.

4. Office Premises and Equipment:

These assets are stated at cost less accumulated depreciation of \$358,536 (1975-\$244,421). Depreciation and amortization charged to earnings amounted to \$113,464 (1975-\$101,965).

5. Subordinated Notes:

Series A Subordinated Notes bear interest at a rate, adjusted quarterly, equal to 1½% per annum over the prime rate of a Canadian chartered bank.

Principal repayments are as follows:

June 20, 1977	\$ 250,000
June 20, 1978	500,000
June 20, 1979	500,000
June 20, 1980	500,000
June 20, 1981	500,000
June 20, 1982	<u>2,500,000</u>
	<u>\$4,750,000</u>

6. Capital Stock:

Preferred Shares:

A Province of Alberta Order in Council was passed during the year increasing the par value of the company's preferred shares from \$2 each to \$10 each.

The company is authorized to issue 2,000,000 preferred shares of a par value of \$10 each, issuable in series.

During the year, the company issued 300,000 10¾% cumulative, redeemable preferred shares, Series A, at a par value of \$10 each. The net

proceeds of the issue amounted to \$2,740,488. Issue expenses of \$212,256 (net of income taxes amounting to \$47,256) have been charged to consolidated retained earnings.

The preferred shares are redeemable after January 1981 at par plus a decreasing premium to January 1995, and thereafter at par.

Common Shares:

The company is authorized to issue 3,500,000 common shares of a par value of \$2 each. As at December 31, 1976, the company had issued 1,133,907 shares (unchanged from the previous year).

7. Long-Term Leases:

The company's premises and certain of its equipment are held under long-term leases extending for varying terms up to 1984. The aggregate amount of rentals paid in the year ended December 31, 1976 was \$299,634. The aggregate rentals payable under all leases currently in force during the next five years is \$868,074.

8. Remuneration of Directors and Senior Officers:

The aggregate direct remuneration paid or payable by the company and its subsidiaries during the year ended December 31, 1976 to directors and senior officers of the company was \$371,568 (1975 — \$164,829).

9. Contingent Liability:

In June 1975 an action was commenced in Superior Court of the District of Montreal, Province of Quebec, against the company claiming \$200,000 damages for an alleged breach of contract with respect to a mortgage financing commitment. The action is proceeding in the ordinary course and the company has commenced warranty proceedings against others in respect of this claim. In addition, the company will contest the claim.

CITY SAVINGS & TRUST COMPANY AND SUBSIDIARIES

FIVE-YEAR SUMMARY

(in thousands of dollars except for per share figures)

	1976	1975	1974	1973	1972
POSITION AT YEAR END					
Mortgages	\$280,096	\$212,731	\$174,416	\$114,908	\$65,976
Total assets	363,754	276,103*	226,343	157,189	98,109
Deposits	338,916	255,381	208,933	143,871	89,485
Shareholders' equity	16,469	11,765	10,548	7,935	7,010
RESULTS FOR THE YEAR					
Total income	38,609	29,456	22,438	13,765	8,777
EXPENSE:					
Interest	26,668	20,344	14,572	7,597	4,318
Salaries	2,390	2,068	2,168	1,535	1,008
Other operating expense	4,849	3,822	3,887	2,575	1,803
Total expense	33,907	26,234	20,627	11,707	7,129
Operating income before income taxes	4,702	3,222	1,811	2,058	1,648
Income taxes	1,779	1,425	837	929	770
Net operating income	2,923	1,797	974	1,129	878
Security losses (gains)	234	172	112	(8)	(113)
Net income	\$ 2,689	\$ 1,625	\$ 862	\$ 1,137	\$ 991
PER COMMON SHARE					
Net income	\$ 2.10	\$ 1.43	\$ 0.88	\$ 1.29	\$ 1.16
Dividends	0.41	0.36	0.32	0.24	0.16
Shareholders' equity	11.88	10.37	9.30	9.00	7.95
Number of shares outstanding (000's)					
—Common	1,134	1,134	1,134	882	882
—Preferred	300	—	—	—	—

DIRECTORS

Samuel Belzberg, B.Comm.
Vancouver, British Columbia
Richard C. Baxter, B.Comm.
Vancouver, British Columbia
Hyman Belzberg
Calgary, Alberta
William Belzberg
Beverly Hills, Calif., U.S.A.
Senator Allister Grosart, B.A.
Toronto, Ontario
W. Bernard Herman, Q.C.
Toronto, Ontario
Arnold H. Jeffrey
Vancouver, British Columbia
Frank D. Jones, Q.C.
Edmonton, Alberta
Morley Koffman,
Vancouver, British Columbia
Joseph H. Shoctor, Q.C.
Edmonton, Alberta

OFFICERS

Senator David A. Croll, Q.C.
Honorary Chairman of the Board
Samuel Belzberg, B.Comm.
Chairman of the Board
Arnold H. Jeffrey
President
William Belzberg
Vice President
Hyman Belzberg
Vice President and Chairman
of the Executive Committee
Glenn M. Ferguson, B.Comm.,
C.A. Vice President,
Finance & Administration
Ralph F. Ingram
Vice President, Savings
B. Ross King
Vice President, Mortgages
J. Duncan Laurin
Vice President, Real Estate
Frank L. Harper, B.Comm., C.A.
Assistant Vice President, Finance
Brian A. Hurley
Assistant Vice President,
Mortgages
Walter G. Kowaluk, C.A.
Assistant Vice President, Finance
and Controller
Joseph H. Shoctor, Q.C.
Secretary

TRANSFER AGENT AND REGISTRAR

City Savings & Trust Company
Savings Branch Offices
Vancouver
Calgary
Edmonton
Regina
Winnipeg
Toronto

AUDITORS

Deloitte, Haskins & Sells
Chartered Accountants

STOCK EXCHANGE LISTING

Toronto Stock Exchange

The Mortgage Lending Committee meets weekly to consider major loan transactions. Members left to right, Arnold H. Jeffrey, President; Jack Kerr, Mortgage Manager, New Business; Morley Koffman, Director; B. Ross King, Vice-President, Mortgages; Samuel Belzberg, Chairman of the Board; Michael Cytrynbaum, President, First City Investments Ltd.



City Savings & Trust Company Office Locations

SAVINGS BRANCHES

VICTORIA
1306 Douglas Street
Phone 383-4141

VANCOUVER
777 Hornby Street
Phone 688-9421

CALGARY
336 - 7th Avenue, S.W.
Phone 266-8851

EDMONTON
10140 - 100th Street
Phone 429-4811

34 Londonderry Mall
137th Avenue & 66th Street
Phone 476-7661

REGINA
1861 Hamilton Street
Phone 522-2691

SASKATOON
140 - 2nd Avenue South
Phone 242-4236

WINNIPEG
369 Portage Avenue
Phone 947-1543

TORONTO
95 Yonge Street
Phone 864-1090

1207 St. Clair Avenue
Phone 654-8407

2289 Yonge Street
Phone 482-7333

HEAD OFFICE

336 - 7th Avenue, S.W. Calgary,
Phone 266-8851

EXECUTIVE OFFICE

1200 Royal Centre
1055 West Georgia Street,
Vancouver
Phone 689-9144

MORTGAGE BRANCHES

VANCOUVER
1400 Royal Centre
1055 West Georgia Street
Phone 689-9144

SURREY
13649 - 100th Avenue
Phone 585-1361

EDMONTON
10140 - 100th Street
Phone 424-3121

CALGARY
336 -7th Avenue, S.W.
Phone 266-8821

REGINA
1861 Hamilton Street
Phone 522-2691

ONTARIO REGIONAL
1908 - T-D Bank Tower
Phone 869-0222

TORONTO BRANCH
95 Yonge Street
Phone 864-1393

KITCHENER
Ste. 400 - 30 Duke Street West
Corporation Square
Phone 579-0230

OTTAWA
Ste. 2170 Tower 'A'
Place de Ville
Phone 238-2636

REAL ESTATE BRANCHES

VANCOUVER
1883 West Broadway
Phone 732-3731

RICHMOND
6260 No. 3 Road
Phone 273-6181

SURREY
13649 - 100 Avenue,
King George Centre
Phone 585-1311

CALGARY
336 - 7th Ave. S.W. ✓
Phone 263-2562

No. 10, 1818 Centre Street N.
Phone 276-8941

EDMONTON
10562 - 109th Street
Phone 423-3882

12 Dickensfield Mall
92nd St. & 144 Avenue
Phone 476-8621

7660 - 156th Street
Phone 487-1140

8112 - 82nd Avenue
Phone 465-7847

3919 - 106th Street
Phone 436-1295

WINNIPEG
445 Henderson Highway
Phone 669-0242

*City Trust provided long-term financing for
purchasers of these town house condominiums
in Edmonton, Alberta.*

